

SoCalGas 3P Approaches

2016 Areas of Focus



3P refresh

- ID portfolio gaps
- Explore comprehensive programs

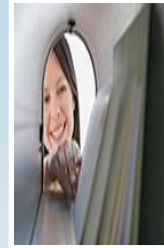


Increase alignment between 3PP & SCG EE messaging



Strengthen tie-ins with Emerging Technology offerings to increase innovation

Continued Approaches



Leverage experience to continue and improve IDEEA365 solicitations for new and innovative 3PPs



Use of Key Performance Indicators to evaluate program performance on a consistent basis

Future



Transition 3PPs to Rolling Portfolio framework